

# Unlock Powerful Insights with LinkedIn Sales Navigator and SAP Sales Cloud

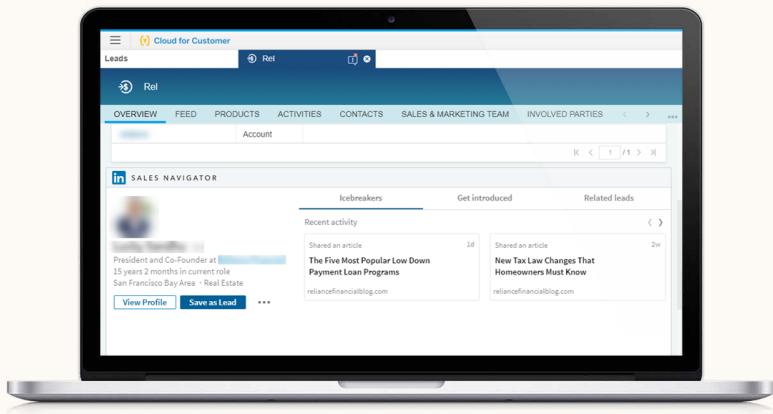
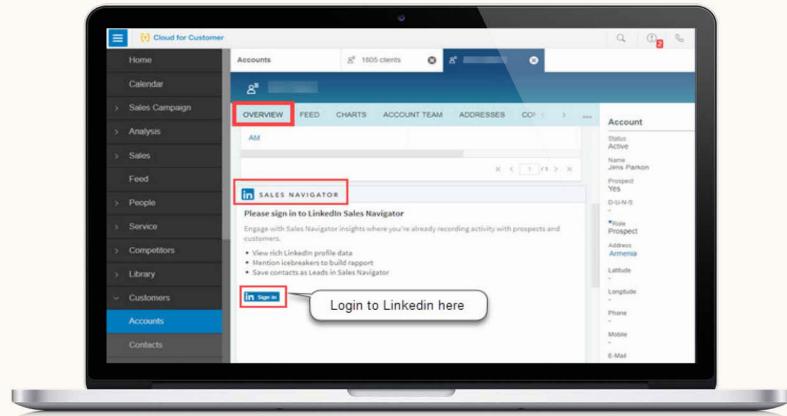


LinkedIn Sales Navigator helps sales teams target the right buyers, understand key insights, and engage with personalized outreach. The Sales Navigator for SAP Sales Cloud integration provides an increased customer experience and personal relationships with customers.

With this integration you can access helpful Sales Navigator information about accounts or contacts directly within SAP Sales Cloud and nurture relationships with prospects via the LinkedIn network.

## The Overview Page

- Recommended Leads:** Quickly surface additional contacts from target accounts based on LinkedIn recommendations.
- Connections:** Find new contacts within your network who can help you get a foot in the door with target accounts.
- News:** Access company news and recent employee LinkedIn posts to personalize every sales touch with a topic of interest.



## The Contacts Tab

- Icebreakers:** View shared connections, experiences, and interests.
- Get Introduced:** Ask a mutual connection for an introduction to your prospect.
- Related Leads:** Expand your pool of related prospects or find a new contact at the same company.

\* Only available on Sales Navigator Team or Enterprise Edition.

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